

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Christian Plastics, Inc.

Manufacturing Extension Partnership of Louisiana

Patenting New Products Help Christian Plastics Recover From 2005 Hurricanes

Client Profile:

Christian Plastics, Inc. is an injection molding manufacturer located in Houma, Louisiana. The company makes various plastic parts for use in the oil field utilities, pest control industries, as well as making custom products for clients. The privately-owned company was founded in 1990, employs four people, and has a national customer base.

Situation:

Due to flooding in Southeast Louisiana caused by Hurricanes Katrina and Rita, one of Christian Plastics' clients, BP Subsea Production, had their entire drill riser string damaged by saltwater intrusion. BP requested a quote for new end covers using their current design for each riser joint. After reviewing their design, Christian determined that the piece only protected the outside bevel of each joint, and would not protect the interior of the pipes for an extended period. Christian Plastics looked at several designs of end protectors currently in use by the offshore drilling industry. It soon became apparent that no one provides an end protection system that covered the central and auxiliary pipes on drill risers. Christian Plastics seized this opportunity to develop a full encapsulation drill riser end protection system. They contacted the Manufacturing Extension Partnership of Louisiana (MEPOL), a NIST MEP network affiliate, with regard to patenting the new design.

Solution:

MEPOL's Project Director, Wynn Landry, arranged a meeting with Ted Anthony, a local patent attorney and MEPOL third party provider, to review the information. Anthony agreed to work through MEPOL to provide services to apply for a patent with the U.S. Patent and Trademark Office. Upon obtaining the patent, Christian Plastics approached BP's purchasing and engineers with a proposal to supply the new full encapsulation system for use on the stored "ThunderHorse" drilling risers. BP accepted the proposal, and the end caps were successfully delivered and installed on time. The new system has been accepted and used on numerous drill riser strings by deepwater drilling contractors, Global Santa Fe and Noble Drilling, generating a 30 percent increase in additional revenue.

Results:

- * Awarded patent on design of encapsulation system.
- * Increased sales by \$175,950

Testimonial:

"Thanks to MEPOL's services and their third party's assistance, we were able to save thousands of dollars in expenses at a time when we needed it most."

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Jerry Baker, President